

Message Text

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62
ORIGIN EUR-12

INFO OCT-01 ISO-00 DODE-00 EB-07 COME-00 SSO-00 SS-15 PM-03

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DRAFTED BY EUR/EE:RACHRISTENSEN:LG

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EB/AV:JGORDEN

COMMERCE:RMEMEYERS

COMMERCE/BEWT:DHASFURTHER

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FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST NIACIT IMMEDIATE

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E.O. 11652: N/A

TAGS: ETRD, EAIR, RO

SUBJECT: URGENT GOR REQUEST FOR PURCHASE OF USED 707'S

REF: BUCHAREST 2013

1. DEPARTMENT HAS CONSULTED COMMERCE, DOD, AND BOEING ON GOR NEED FOR TWO 707'S. WE CONCLUDE COMMERCIAL MARKET OFFERS OPPORTUNITY FOR PROMPT ACTION TO MEET ROMANIAN NEEDS. DOD DOES NOT HAVE SURPLUS AIRCRAFT AVAILABLE AT THIS TIME.

2. COMMERCE BELIEVES COMMERCIAL MARKET PROVIDES MANY POSSIBILITIES FOR PROMPT PURCHASE OF SUITABLE AIRCRAFT. BOEING NOTES, FOR EXAMPLE, TWO 707-320 C'S AVAILABLE FROM NORTHWEST AIRLINES (CABLE ADDRESS--N.W.AIR--ST. PAUL,
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MINN.) ALMOST IMMEDIATELY AT COST APPROXIMATELY \$7 MILLION EACH. PETER EHRENWALD IS DEALING WITH HARABAGIU ON ROMANIAN PURCHASE. NO SERIOUS EXCON PROBLEM ANTICIPATED.

3. WE SUGGEST EMBASSY DISCUSS THIS WITH TECHNOIMPORT TO OBTAIN AS COMPLETE PICTURE AS POSSIBLE OF STATUS OF DISCUSSION OF THIS AND FURTHER DETAILS ON ROMANIAN NEEDS. IN ORDER TO PURSUE OPPORTUNITY IT WOULD BE HELPFUL TO HAVE ANSWERS TO FOLLOWING QUESTIONS:

A) WHAT MODEL AIRCRAFT ARE ROMANIANS INTERESTED IN? OLDER MODELS HAVE LOWER PRICES BUT HIGHER FUEL CONSUMPTION. ROMANIAN ASSESSMENT OF RELATIVE IMPORTANCE OF THESE FACTORS, AND COMPATIBILITY WITH THREE AIRCRAFT ALREADY PURCHASED BY TAROM, ARE BASIC TO DECISION ON PURCHASE.

B) WHAT COMMERCIAL BROKERS AND AIRLINES HAVE ROMANIANS ALREADY CONTACTED? WHAT ARE PROBLEMS WITH AIRCRAFT WHICH HAVE BEEN OFFERED?

C) CAN COMMERCE PUBLICIZE THIS AS TRADE OPPORTUNITY? IF SO, PLEASE IDENTIFY CONTACT IN TECHNOIMPORT WITH TELEX AND PHONE NUMBER.

D) IS THERE ANY INTEREST IN WET OR DRY LEASE WITH OR WITHOUT OPTION TO PURCHASE? KISSINGER

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Message Attributes

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Margaret P. Grafeld
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